

Date: July 3, 2004
To: Those listed
Issued by: CC Chang – International Business Department
Subject: IP50 IntellpaK New Strategic Short Lead Time
Purpose: To announce the application of the new strategic short lead time to the selected model numbers of the IP50 to strengthen the sales promotion activities.

Summary: The factory lead time (logistics time excluded) is now shortened from the previous “2 weeks” to the “immediate” or “3 days” for the selected model numbers listed on the next page. This strategic action is taken against the recent severe competition in the converter market where we can hardly differentiate our products from those of competitors in specifications including IP50 class converters. For future strategic sales promotion, converters should be sold in combination with field instruments (pressure transmitters and others), controllers and actuators.

To facilitate this combined sales, the IP50 short lead time will be greatly effective.

1 Required actions

(1) To users

Promote the sales of the IP50 again to the users of our controllers and actuators. There are some cases that they use competitive converters because of the simple reason that they do not know our IP50.

Since the lead time of the IP50 Series signal distributors and DC isolators is dramatically shortened to the same level as other products, this will be much effective for the combined sales.

(2) To distributors

Recommend the distributors to adopt the IP50 as there are some cases that they need to select any converters including those of competitors. For replacing the M-System Co., Ltd. converters, refer to comparison tables on page 3 to 4. For further information or advice, contact CP-IBD.

2 Applicable catalog listings




For delivery time of each catalog listing, contact CP-IBD.

Signal distributor	IP50DBC00AA00
	IP50DBC00AAD0
	IP50DBC00HA00
	IP50DBC01AA00
	IP50DBC01AAD0
	IP50DBC01AB00
	IP50DBC01HA00
	IP50DBE00AA00
	IP50DBE01AA00
	IP50DBE01AB00
	IP50DBE01HA00
	DC isolator
IP50DCS14AD00	
IP50DCS36AA00	
IP50DCS36AAD0	
IP50DCS36AB00	
IP50DCS36HA00	
mV/I converter	IP50RDAFBAA00
	IP50RDCFAAA00
	IP50RDCFBA00




3 Application date

Immediately

Comparison Table

Manufacturer	Yamatate		M-System	
Series	IP50		F-UNIT	K-UNIT
External view				
Signal distributor	IP50DBE		FD	KD
	IP50DBC		FDY	KDY
DC converter (non-isolation type)	IP50DCD		FV	KV
DC isolator	IP50DCS	AC power supply	FVS	KYS
		DC power supply		KVS
	IP50DCE		FVF	KSF
mV/I converter	IP50PMA		FM	KM
	IP50PMC		FMS	KMS
	IP50RDA		FR	—
	IP50RDC	AC power supply	—	KR
		DC power supply		KRS
	IP50TCA		—	—
IP50TCC	Standard span	FTS	KTS	
	Narrow span		—	
Pulse/DC converter	IP51FVD		FSP	KSP
	IP51FVL		FJPA	KEP
DC/Pulse converter	IP51VFD	AC power supply	FAP	KAP
		DC power supply		KAPU
	IP51VFS		—	—
Pulse isolator	IP51FZC	AC power supply	FPP	KMT
		DC power supply		KYPD
Monitor switch	IP50MSS		—	—
	IP50MSD	AC power supply	FASD	KS
DC power supply		KSL		
Square root extraction computing unit	IP50SQA	AC power supply	FL	KN
		DC power supply		KNS
	IP50SQC		—	—
Reverser	IP50RVA		FUD	—
	IP50RVC	AC power supply	FUDS	KU
DC power supply		KUS		
First order delay computing unit	IP50FLA		—	—
	IP50FLC	AC power supply	—	KF
DC power supply		—	KFS	
Gradient response computing unit	IP50DRA		FCR	—
	IP50DRC	AC power supply	FCRS	KCR
DC power supply		KCRS		

Comparison Table

Manufacturer	Yamatake		M-System	
Series	IP50		F-UNIT	K-UNIT
External view				
Selector	IP50SHA		FSE	—
	IP50SHC		FSES	—
	IP50SLA		FSE	—
	IP50SLC		FSES	—
Mean value computing unit	IP50AVA		—	—
	IP50AVC		—	—
Ratio/Bias setting unit	IP51BRA	AC power supply	FRT	—
		DC power supply	FRTS	—
	IP51BRC	AC power supply	—	KB
		DC power supply	—	KBS